

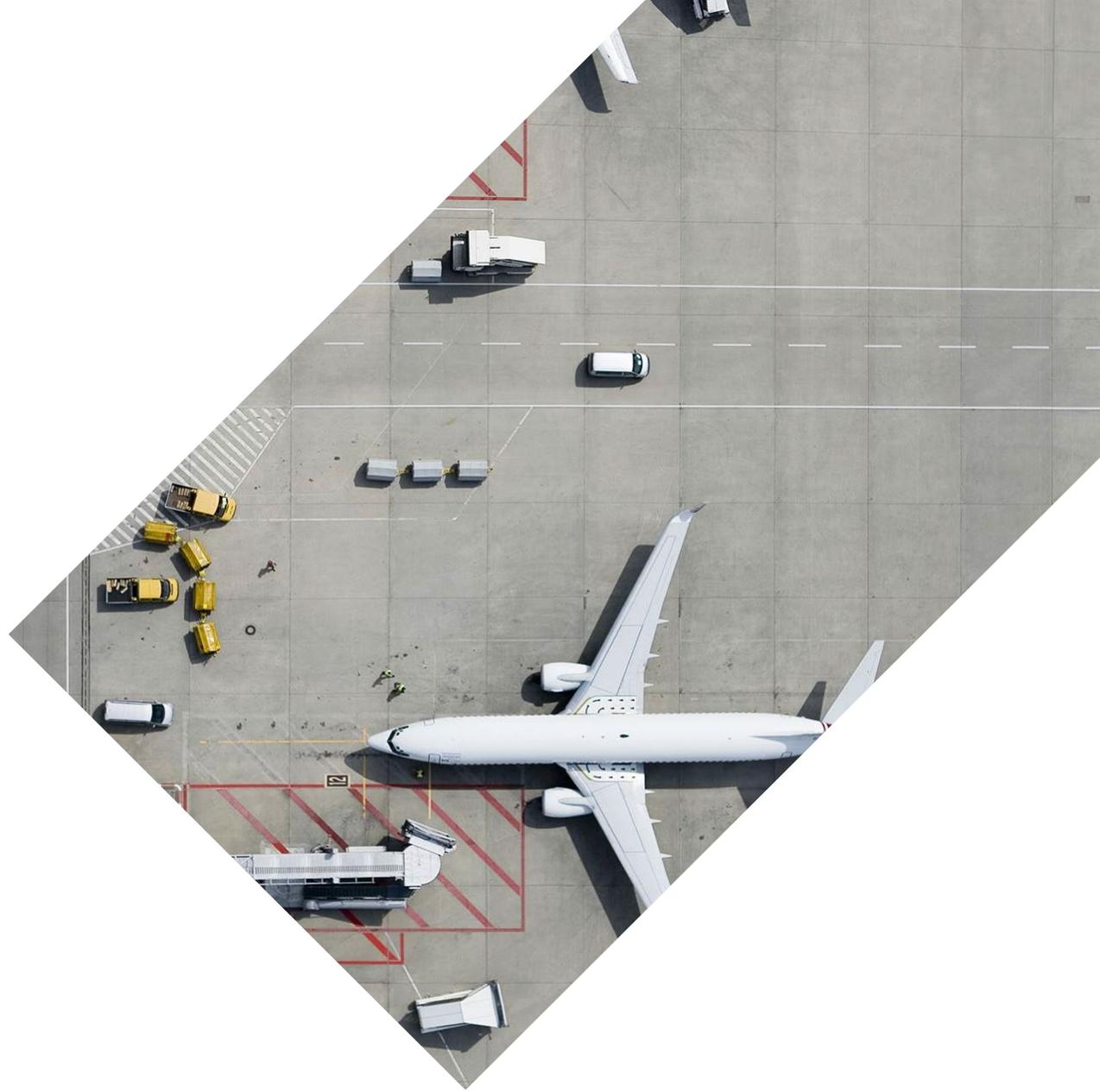
Reducing travel agents' financial burden during COVID times

IATA

WEBINAR



**Domestic
destinations, a
path to sales
recovery**



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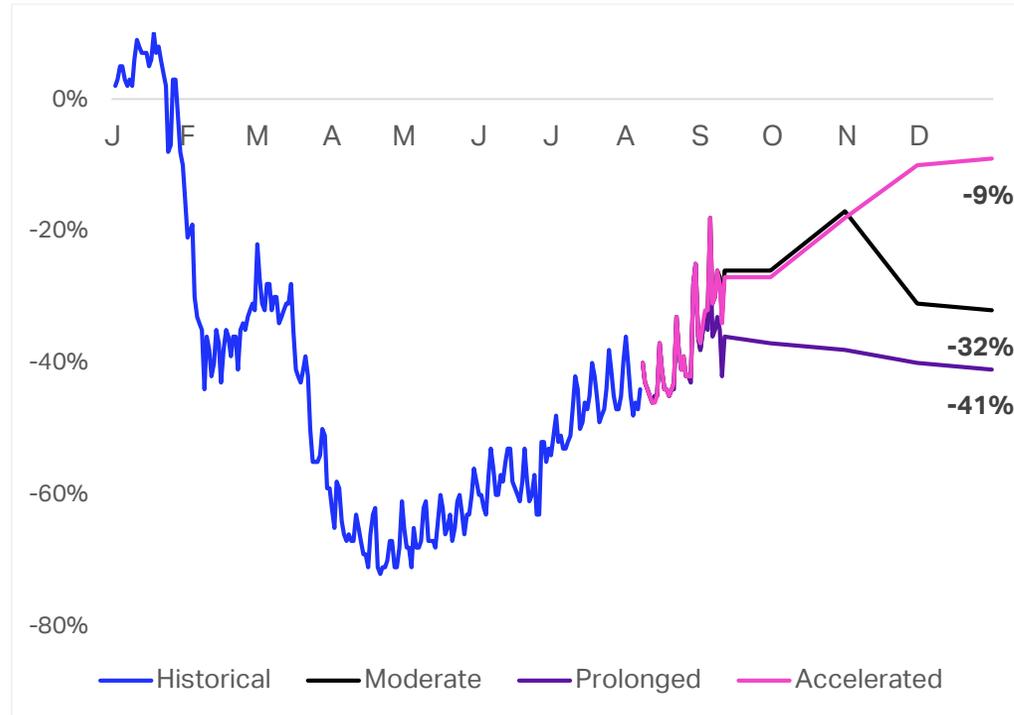
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Global Domestic Traffic Forecast

Moderate scenario projects that by Dec 2020, domestic air travel demand for majority of countries will recover to be **more than 40%** of prior year levels.

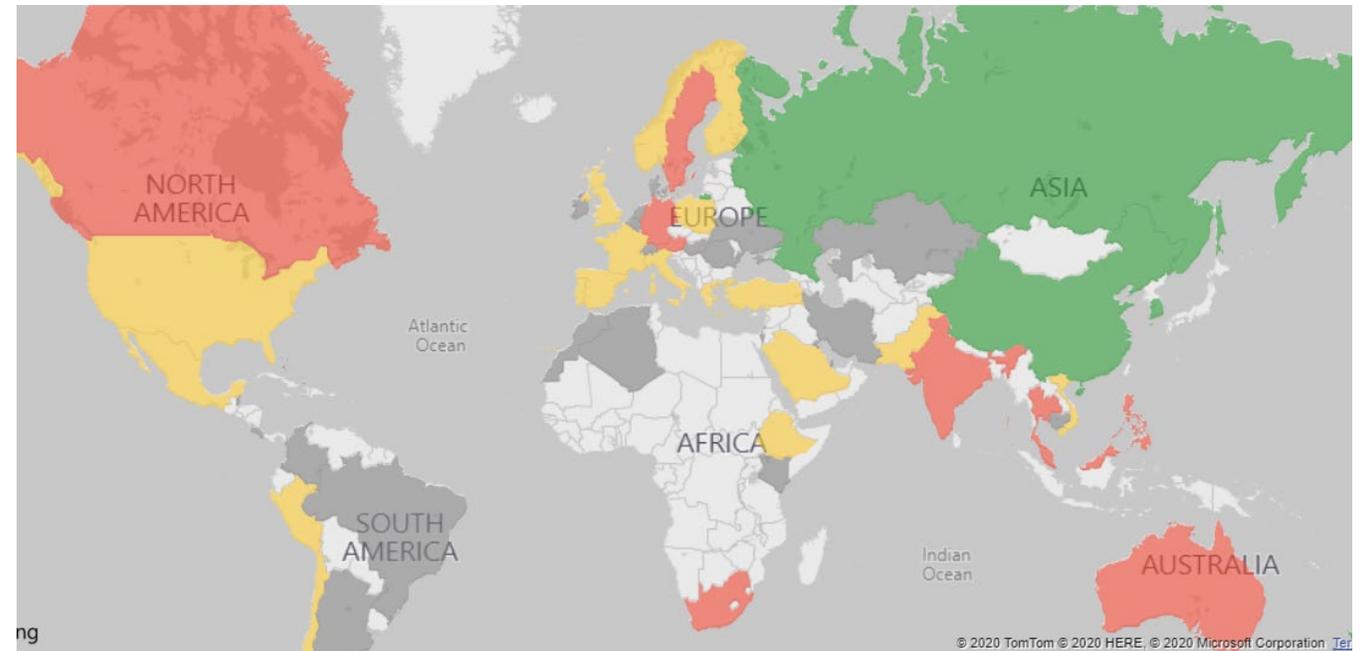
Domestic Traffic* by Travel Months

YoY% comparison of O&D Passenger Volume, by month, Year=2020



Recovery Category of Domestic Traffic by Countries

Recovery rate % compared to the 2019 Passenger Volumes by Country, Moderate Scenario



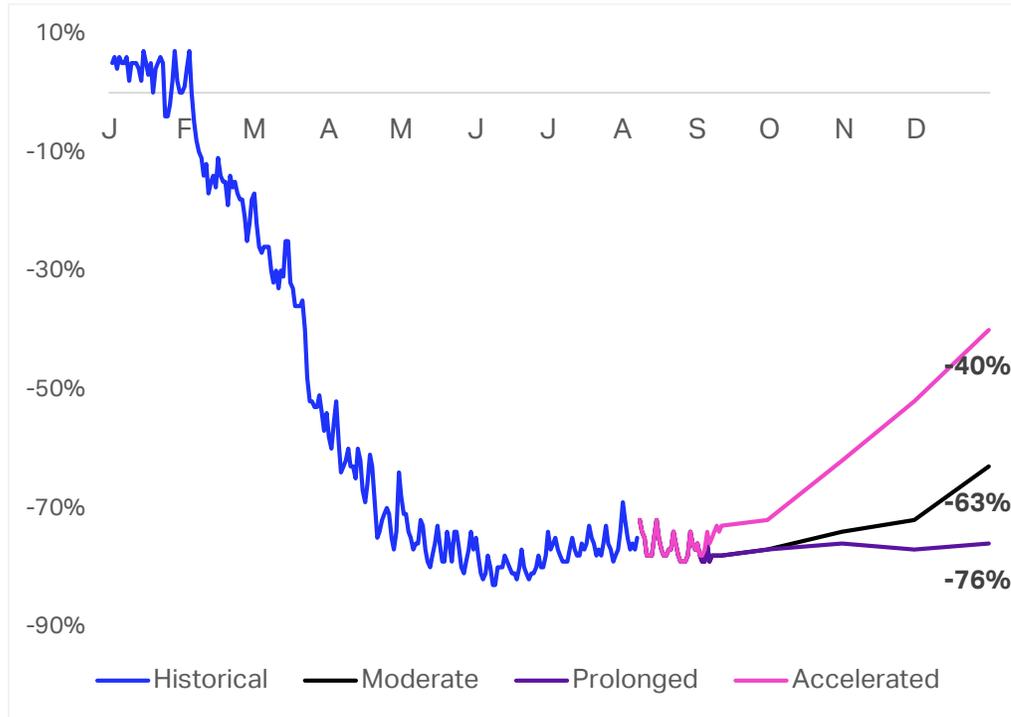
Recovery Rate Legend: **Green-75%+** **Yellow: 40% to 75%** **Red: Less than 40%** **Gray: N/A**

Global International Traffic Forecast

Moderate scenario projects that by Dec 2020, international air travel demand for all countries are either emerging recovery or largely unrecovered compared to prior year levels.

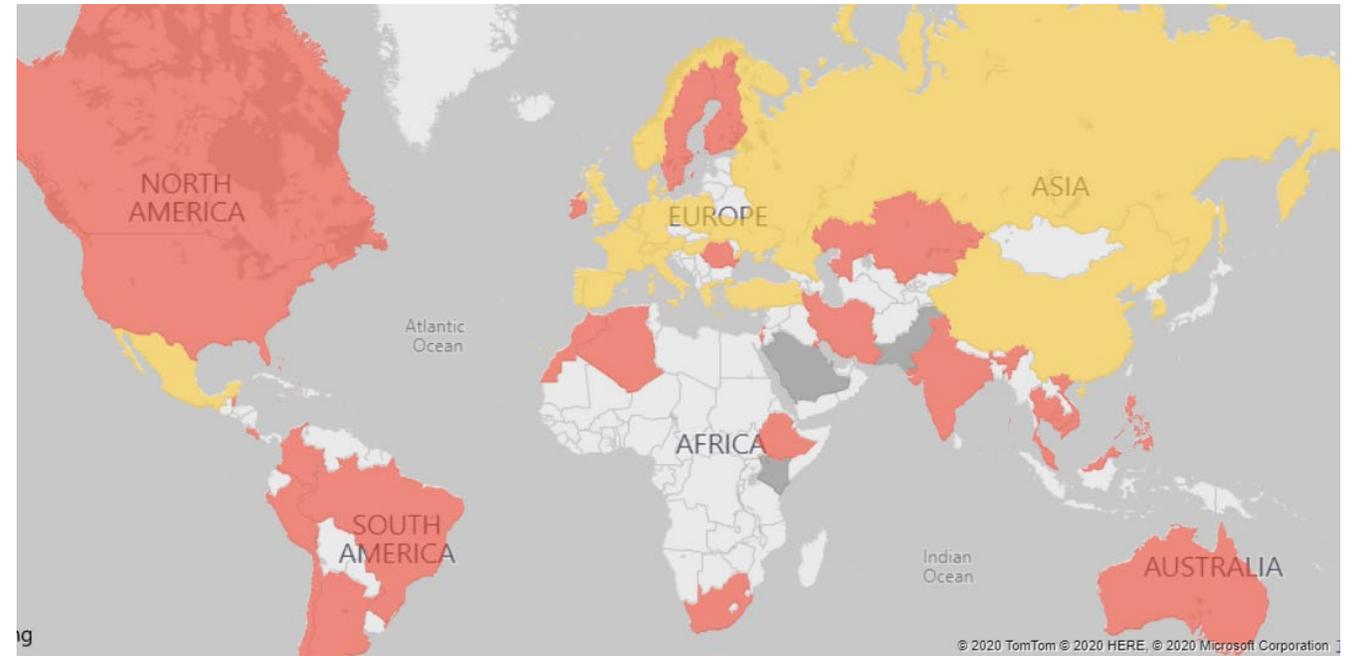
International Traffic* by Travel Months

YoY% comparison of O&D Passenger Volume, by month, Year=2020



Recovery Category of International Traffic by Countries

Recovery rate % compared to the 2019 Passenger Volumes by Country, Moderate Scenario

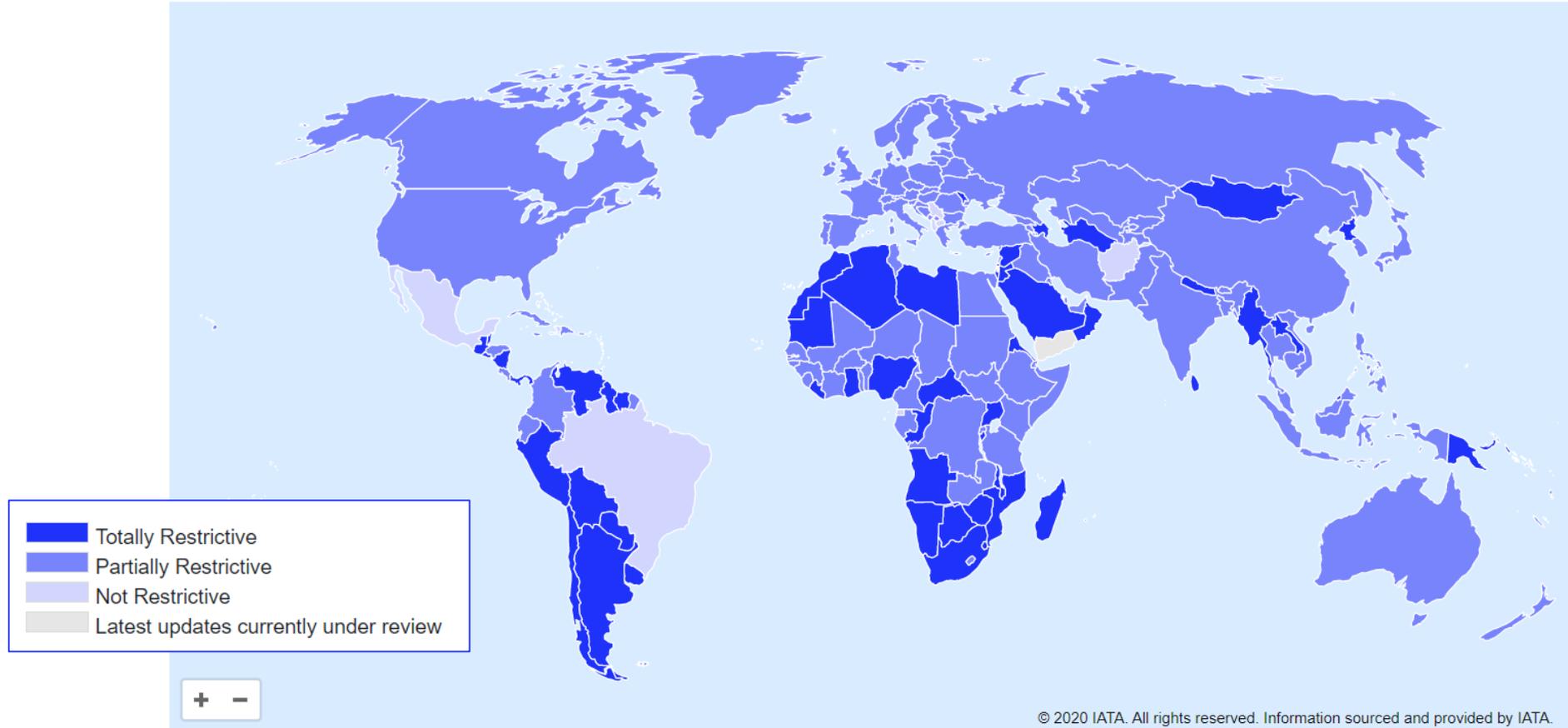


Recovery Rate Legend: **Green-75%+** **Yellow: 40% to 75%** **Red: Less than 40%** **Gray: N/A**

How can you get more updates?

COVID-19 Travel Regulations Map* (powered by Timatic)

25 August 2020 16:15:06 UTC



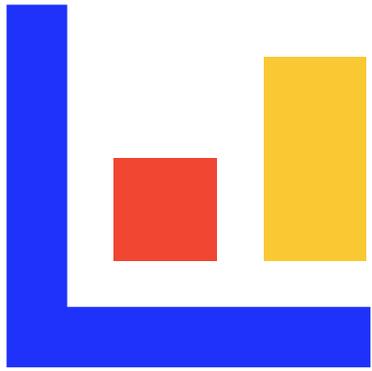
<https://www.iatatravelcentre.com/world.php>

This COVID-19 map is updated regularly and due to the ever-changing nature of the regulations, we strongly advise that you check with your airline before you travel. This information is part of IATA's Timatic offering and as such unlimited access is available via a subscription. Access to this map is a courtesy allowing you to view a maximum of 10 countries. Thank you for your understanding.

Alleviating Travel Agents' financial burden



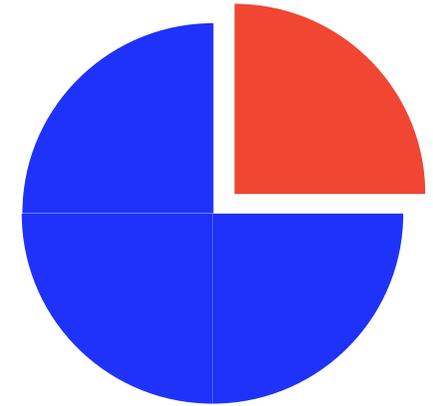
Travel agents' treasury faces challenges



Drop of sales strengthens
the importance of cost control



Acquirers' holdbacks



Financial securities
for airlines sales

IATA services for travel agents



	Id. Services	GoLite	GoStandard	GoGlobal
IDENTIFICATION	✓	✓	✓	✓
TICKET ISSUANCE	✗	✓	✓	✓
FORM OF PAYMENT*				
- IATA Easy Pay	✗	✓	✓	✓
- BSP Cash	✗	✗	✓	✓
- Credit Cards	✗	✓	✓	✓
MULTI-COUNTRY	✗	✗	✗	✓
FINANCIAL SECURITIES	✗	✗	✓	✓

* Other forms of payments can be agreed with airlines

What is IATA Easy Pay?



What is IATA EasyPay (IEP)?



B2B payment solution for Agents to issue
Airline tickets in the BSP



Pay-As-You-Go online wallet only available for
IATA agents



Accepted by most BSP airlines
(Up to date list available on the IATA EasyPay Portal)



Benefits of IEP

- **Easy** way of transacting
- Top up your account **based on your needs**
- **Detailed reporting** on transactions
- **No fees, and no minimum balance required**
- **No commitment** to use or maintain the account
- Single and Multi use numbers
- Option for GoStandard agents to **reduce financial security amount**
- Option for GoStandard agents to **Manage RHC**



Compruebe aquí las
medidas de su equipaje
de mano.
Check your hand luggage
dimensions here.



IATA EasyPay

START COURSE

DETAILS 

IATA EasyPay
Free online training

<https://media.iata.org/iata/easypay-training>

Is a code all you need?

Travel Industry Designator Service (TIDS) It is a unique code that allows the bookings of travel agents and other tourism sales intermediaries to be recognized by all industry suppliers from airlines, hotel & resort chains, cruise lines, car rental companies, theme parks, and rail companies.

TIDS will be Free of charge as from September 1st 2020

To Get Started :

- Completed application form through IATA customer
- Government-issued license for travel agents (where applicable) **or** a copy of business registration including tax registration/other business registration number.
- Documentation supporting legal form of business and ownership of the entity
- Bank letter stating that you maintain a bank account in the name of the business
- National Travel Agent Association proof of membership such as confirmation letter from the association

If you are not a member of the National Travel Agent Association, then please provide:

- One (1) letter of recommendation from an IATA Airline or Global Distribution System (GDS) or two (2) letters of recommendation from travel and tourism industry suppliers i.e. major hotel chain, car rental companies, theme parks, etc.

Why join IATA's Travel Agent network?

- Gain credibility and global industry recognition with the IATA Travel Agent numeric code
- Connect more easily with industry partners
- Manage your own airline ticketing and access to airlines using one single agreement
- A single, streamlined interface for billing and reporting for simplified reconciliation
- Professional recognition - eligible agency employees can apply for the [IATA / IATAN ID Card](#) - giving access to travel suppliers' concessionary offers



GoLite advantages

- 1 Access to flight sales with major carriers worldwide
- 2 No financial securities required
- 3 Pay as you go solution
With IATA Easy Pay or Credit Card
- 4 Single process for payments, refunds and sales incentives

IATA services for travel agents – fees

Id. Services	Accreditation Services		
TIDS	GoLite	GoStandard	GoGlobal
Free of charge As from September, the 1st, 2020	Application and Registration Fees 250 CHF	Application and Registration Fees 1,500 CHF	Application and Registration Fees 2,500 CHF
	Annual Fees* 200 / 350 / 500 CHF	Annual Fees* 200 / 350 / 500 CHF	Annual Fees* 48,000 CHF

*Annual fees are based on gross annual sales through the BSP: < USD200K / >USD200K<USD2M / >USD2M

IATA promotions for new GoLite agents

	TIDS to GoLite*	New GoLite***
Application fees	Free	150 CHF
Registration fees	Free	100 CHF
Annual fee	Free**	200 CHF (first year**)
Promotion		-100 CHF discount

* Conditions apply:

- Promotion valid in New Gen ISS countries
- Promotion valid until end of year 2020
- Promotion valid for TIDS who have been TIDS over 6 months

**Following years, annual fee varies with travel agent gross sales:

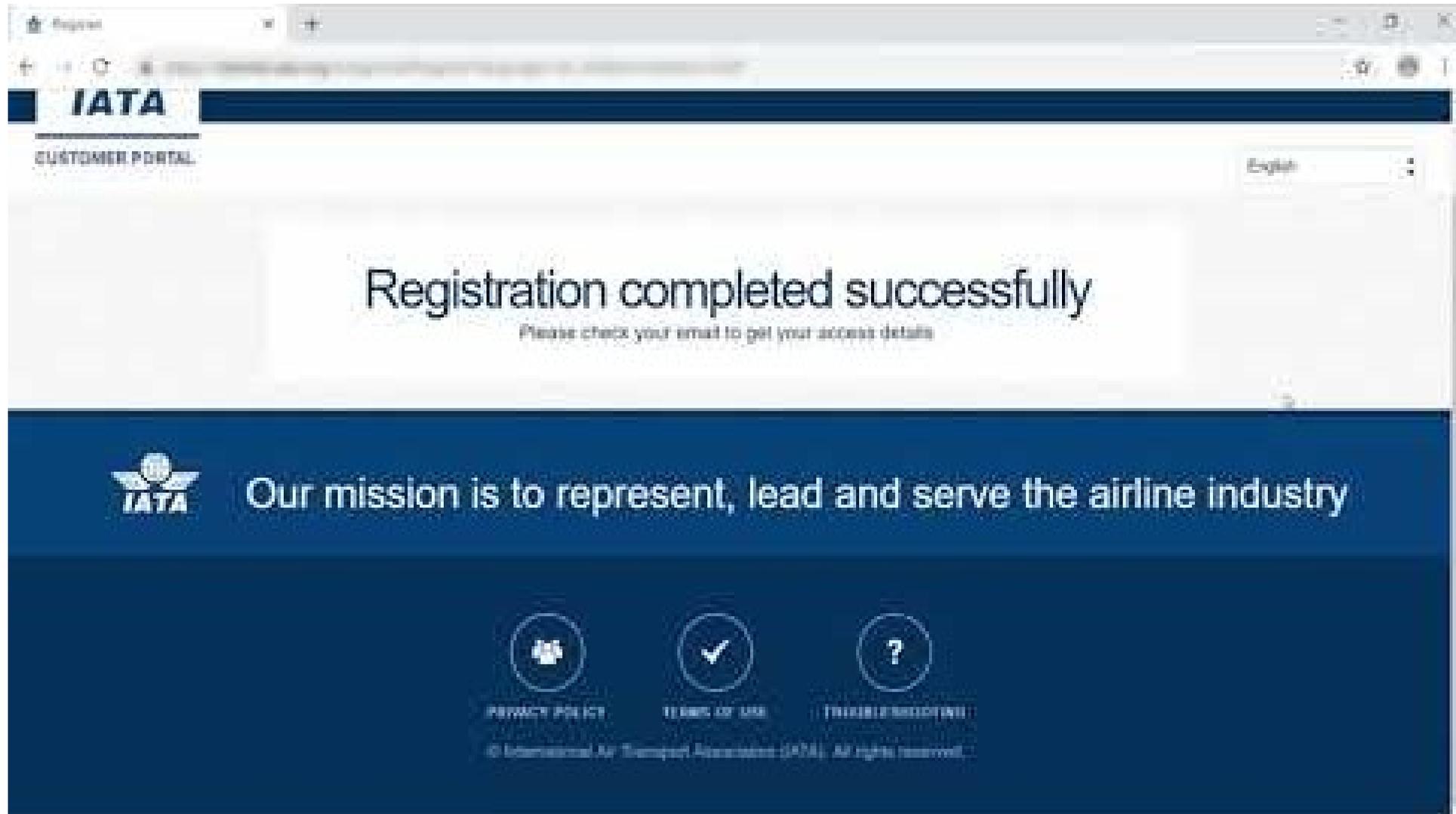
200 CHF (<200K\$ sales per year)

350 CHF (200K\$<x<2M\$ sales per year)

500 CHF (>2M\$ sales per year)

***Valid until end of year 2020.

How to apply to GoLite?



Agency Action List

1. Accreditation

- Apply for GoLite or GoStandard Accreditation via the IATA Customer Portal: www.iata.org/cs
- Pay accreditation fee and sign the accreditation agreement
- Receive approval email with your IATA code

2. IATA EasyPay

- Open your IATA EasyPay account via the IATA Customer Portal: www.iata.org/cs
- Register your bank account (funding source)

3. Airline ticketing

- Contact airlines to request ticketing authority by providing them your accreditation approval email and IATA code



Thank you!

